

*Mutual*  
**OF OMAHA**



*your good neighbor*

MUTUAL OF OMAHA INSURANCE COMPANY

V. J. SKUTT  
CHAIRMAN OF THE BOARD

D. D. ULFERS  
PRESIDENT

HOME OFFICE OMAHA, NEBRASKA

WASHINGTON, D.C., REGIONAL GROUP OFFICE  
SUITE 1215, 1750 PENNSYLVANIA AVE., N.W.  
WASHINGTON, D.C. 20006  
298-8084

NORMAN C. CONWAY  
MANAGER

September 8, 1967

PERSONAL & CONFIDENTIAL

Government Employees  
Health Association  
Post Office Box 463  
Washington, D.C. 20044

STAT

G.E.H.A. Hospital  
Indemnity Program

Dear

STAT

I am enclosing two retention exhibits one based on a \$10 per day indemnity program and the other based on a \$20 per day indemnity program for employees only.

Should you have any questions, please do not hesitate to contact me.

Sincerely,

Norman C. Conway  
Regional Manager

NCC:sak  
Enc.

NAME G.E.H.A. HOSPITAL INDEMNITY PROGRAMRETENTION EXHIBIT

Health	Net Annual	Incurred			Administration:		Commission:
Total	Premium	Claims	EE Lives	3,000	IBM Cards	Self-Administration	10 Yr. Level
	\$48,600	\$34,020			Initial Certs	Self-Administration	
	\$48,600	\$34,020			Renewal Certs	Self-Administration	
					Benefits	Self-Administration	

Year	Net Annual Premium	Incurred Claims	Retention	Refund	Agent Commission	Taxes	Administrative Expense	Amortization of Acquisition	Risk Charge
1	\$48,600	\$34,020	\$6,549 13.48%	\$8,031 16.52%	\$1,257	\$811	\$2,949	\$803	\$729
2	48,600	34,020	6,548 13.47	8,032 16.53	1,257	811	2,949	802	729
3	48,600	34,020	6,300 12.96	8,280 17.04	1,257	806	2,949	802	486
4	48,600	34,020	6,300 12.96	8,280 17.04	1,257	806	2,949	802	486
5	48,600	34,020	6,300 12.96	8,280 17.04	1,257	806	2,949	802	486
6	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
7	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
8	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
9	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
10	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
10 yr. Avg.	48,600	34,020	5,941 12.22	8,639 17.78	1,257	799	2,949	401	535

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	\$48,600	\$34,020		Initial Certs	
				Renewal Certs	
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7	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
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9	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
10	48,600	34,020	5,482 11.28	9,098 18.72	1,257	790	2,949	-	486
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NAME G.E.H.A. HOSPITAL INDEMNITY PROGRAMRETENTION EXHIBIT

Health	Net Annual	Incurred								
Total	Premium	Claims	EE Lives	3,000		Administration:		Commission:		
	<u>\$97,200</u>	<u>\$68,040</u>				IBM Cards	<u>Self-Administration</u>	10 Yr. Level		
	<u>\$97,200</u>	<u>\$68,040</u>				Initial Certs	<u>Self-Administration</u>			
						Renewal Certs	<u>Self-Administration</u>			
						Benefits	<u>Self-Administration</u>			

Year	Net Annual Premium	Incurred Claims	Retention	Refund	Agent Commission	Taxes	Administrative Expense	Amortization of Acquisition	Risk Charge
1	\$97,200	\$68,040	\$10,096 10.39%	\$19,064 19.61%	\$1,826	\$1,562	\$4,101	\$1,149	\$1,458
2	97,200	68,040	10,094 10.38	19,066 19.62	1,826	1,562	4,101	1,147	1,458
3	97,200	68,040	9,598 9.87	19,562 20.13	1,826	1,552	4,101	1,147	972
4	97,200	68,040	9,598 9.87	19,562 20.13	1,826	1,552	4,101	1,147	972
5	97,200	68,040	9,598 9.87	19,562 20.13	1,826	1,552	4,101	1,147	972
6	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
7	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
8	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
9	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
10	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
10 Yr. Avg.	97,200	68,040	9,112 9.37	20,048 20.63	1,826	1,542	4,101	574	1,069

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	<u>\$97,200</u>	<u>\$68,040</u>								
			EE Lives	<u>3,000</u>						
					Administration:					Commission:
					IBM Cards	<u>Self-Administration</u>				10 Yr. Level
					Initial Certs	<u>Self-Administration</u>				
					Renewal Certs	<u>Self-Administration</u>				
					Benefits	<u>Self-Administration</u>				

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9	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
10	97,200	68,040	8,428 8.67	20,732 21.33	1,826	1,529	4,101	-	972
10 Yr. Avg.	97,200	68,040	9,112 9.37	20,048 20.63	1,826	1,542	4,101	574	1,069